UNIVERSITY OF NORTH TEXAS
“Don’t Hesitate to Negotiate:
Negotiation Skills for Managers”

Session 1
Thursday, July 11th 2013
12:00 PM - 4:30 PM

Session 2
Friday, July 12th 2013
8:30 AM – 12:00 PM

Location:
Chestnut Hall Room
120 A & B

Registration Link

Cost: $50
(One-time payment for both sessions)

Payment available by IDO/ABA to Institutional Equity & Diversity.

Contact Christi Hestand at christi.hestand@unt.edu for account information.

Limited Seating Available!

Speaker:
Dr. Kathy Edwards, Faculty
Department of Management
McCombs School of Business
University of Texas at Austin

About the Speaker:
Dr. Edwards teaches in the MBA Program and the Consulting and Change in the Undergraduate Management Program at UT Austin. In addition to teaching, Dr. Edwards has also held executive leadership positions in businesses, non-profit and governmental organizations. She is the recipient of several awards, some of which include the Regents’ Award for teaching Excellence and the Harkins Foundation Award.

Dr. Edwards received her doctorate in Human Resources Development from the University of Texas at Austin as an Ellis Fellow, and graduated *summa cum laude* from TCU with a Masters in Guidance and Counseling.

Topics to be Presented:
- Introduction to Negotiation
- Negotiation Style
  - Distributive Negotiation
  - Integrative Negotiation
  - Multi-Party and Team Negotiation